

Message Text

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PAGE 01 STATE 236424

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ORIGIN EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

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P 032137Z OCT 75

FM SECSTATE WASHDC

TO AMEMBASSY BONN PRIORITY

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E.O. 11652: N/A

TAGS: EAIR, GW

SUBJECT: CIVAIR: PAA CHEVROLET CHARTERS

1. EMBASSY D.O. PLEASE INFORM EMBASSY CAA OF FOLLOWING ON OCTOBER 4.
 2. PAN AM HAS REQUESTED DEPARTMENT AND EMBASSY ASSISTANCE IN CONNECTION WITH PROGRAM OF FOUR US/MUNICH/PRAGUE/FRANKFURT CHARTERS. (NOTE: CHARTERS ARE OPEN JAW GIVEN USA/MUC OUTBOUND AND FRA/JFK INBOUND ROUTING.MUC/PRG PORTION WILL BE OPERATED BY CONDOR; PRG/FRA PORTION WILL BE OPERATED BY LUFTHANSA.) FIRST FLIGHT SCHEDULED DEPART ATLANTA FOR MUNICH OCTOBER 8. OTHER FLIGHTS SCHEDULED DEPART NEW YORK ON OCTOBER 11, CHICAGO ON OCTOBER 14 AND DETROIT ON OCTOBER 17.
 3. ACCORDING TO PAN AM, FRG AUTHORITIES HAVE DIFFICULTY WITH THE OPEN JAW ROUTING AND ARE DISPOSED TO REJECT THE PROGRAM. PAN AM NOTES, HOWEVER, THAT FMT CIRCULAR DATED
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PAGE 02 STATE 236424

AUGUST 7 AUTHORIZES OPEN JAW WITH ONE COMMERCIAL LANDING

IN GERMANY AND ONE COMMERCIAL LANDING IN ANOTHER EUROPEAN COUNTRY. CIRCULAR IS REPORTEDLY SILENT OR QUESTION OF OPEN JAW WITHIN GERMANY, AND PAN AM REPORTS, IN FACT, IT

HAS NOT BEEN ADVISED OF ANY EXPLICIT PROHIBITION AGAINST SUCH ROUTING. (PAN AM HAS APPARENTLY BEEN TOLD THAT TWA CHARTER HAD BEEN TURNED DOWN SOMETIME IN PAST BECAUSE OF OPEN JAW WITHIN GERMANY ROUTING AND FOR THIS REASON PAN AM CHARTER MUST BE TURNED DOWN AS WELL. TWA INDICATES THAT ACCORDING TO ITS RECORDS IT HAS NEVER ATTEMPTED OPERATE SUCH CHARTER ROUTING AND HAS THEREFORE NEVER BEEN TURNED DOWN.)

4. THE FOUR FLIGHTS IN QUESTION ARE THE FIRST OF MANY PAN AM PLANS TO OPERATE FOR CHEVROLET OVER NEXT FEW MONTHS TO VARIOUS POINTS IN EUROPE INCLUDING GERMANY. TOTAL VALUE OF CHEVROLET ACCOUNT IS 530 THOUSAND DOLLARS IN SORELY NEEDED OFF-SEASON REVENUES. EMBASSY IS REQUESTED THEREFORE MAKE APPROACH TO GERMANS SECURE APPROVAL FOR OCTOBER 8, 11, 14, AND 17 FLIGHTS DRAWING ON APPROPRIATE POINTS ABOVE (E.G. APPARENT ABSENCE OF SPECIFIC PROHIBITION AGAINST SUCH ROUTINGS AND CONDOR AND LUFTHANSA PARTICIPATION IN PROGRAM). EMBASSY MIGHT ALSO POINT OUT THAT LUFTHANSA CAN OPERATE CHARTERS TO ANY POINT IN US ON ROUNDTRIP, ONE WAY OR OPEN JAW BASIS SUBJECT TO USUAL LIMITATION BY CHARTER TYPE. IN FACT, IF LUFTHANSA OPERATES OPEN JAW ON ON-ROUTE POINTS IT DOES NOT NEED PRIOR CAB APPROVAL. IT WOULD APPEAR THEREFORE THAT RECIPROCITY WOULD CALL FOR GERMAN APPROVAL OF PAN AM CHARTERS.

4. PLEASE ADVISE. KISSINGER

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